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OPPORTUNITIES - GREATER HAMILTON ECONOMIC DEVELOPMENT

CA3 ONHW Q78
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OPPORTUNITIES

SECOND EDITION

1995

GREATER HAMILTON
ECONOMIC DEVELOPMENT

PHONE: (905) 546-4447 FAX: (905) 546-4107

ANNOUNCEMENTS

Reference No.

Second Edition 1995

ANNE1 **1995 IRON & STEEL EXPOSITION**, Pittsburgh, PA September 1995

The 1995 AISE Iron & Steel Exposition and Annual Convention will be held September 25-28,1995. The Economic Development department will be exhibiting and is willing to display product literature and/or "work the show" for any steel-related companies, foundries, forges, and suppliers to the Iron & Steel Industry. For further information, please contact Neil Everson, Economic Development Department,
(905) 546-2669.

ANNE2 **CONTRACTING WITH THE U.S. GOVERNMENT**

The U.S. General Services Administration procures over $2 Billion in goods and services from the private sector. Contracts open and close throughout the fiscal year, with each contract having a solicitation approximately every 18 months. The following contracts have open solicitations during the summer and fall of 1995:

1) **Instruments & Laboratory Equipment**:
   66IIM - August: 66IIN, 66III - September, and
2) **Miscellaneous Furniture**:
   71 III E - May; 71 III M - October

ANNE3 **CANADIAN HIGH TECHNOLOGY SHOW**-Toronto Sept.19 & 20, 1995

Held at the International Centre in Toronto, this exposition had over 5000 attendees in 1994. The show is aimed at the electronic industry and attracts both manufacturers and industrial & institutional users.

ANNOUNCEMENTS

Reference No.

Second Edition 1995

ANSM4 **NEW CANADIAN TRADE OFFICE - CHINA (PRC)**

The Canadian government has opened a new Trade Office in Guaungzhou, Guangdong, China. Recently, the Province of Guangdong opened its domestic markets to foreign grown agricultural products and investment. There are opportunities for greater Hamilton export-ready companies that manufacture food processing equipment or food products. For further information, call Ms. Jacqueline McNeilly Economic Development Department, (905) 546-4475.

ANJM5 **MANDARIN (Chinese) LESSONS**

A local educational institution is willing to offer specific courses in Mandarin (Chinese) for any companies or individuals considering learning the basics of the language for business purposes. For further information, please contact Ms. Jacqueline McNeilly at the Greater Hamilton Economic Development Department (905) 546-4475.

ANCT6 **BUSINESS EXPO 1995, HAMILTON** October 25 -26, 1995

Business Expo 1995 will be held at the Hamilton Convention Centre on October 25-26, 1995. The show will be managed by Town Publishing Inc. and is aimed at entrepreneurs, small & medium-sized businesses. The show will include a special focus on career fashion planning (office fashion show), luxury cars, stress management, franchise and business opportunities.

NEW COMPANIES

Reference No.

Second Edition 1995

NCNS1 **THE METAL STORE** Stoney Creek

The Metal Store is a short lead time, tier II service centre with a full-range of metal products featuring no minimum purchasing, custom cutting, production band saw, and same day delivery on in-house stock.
Contact: Mr. Bruce Richmond (905) 664-8808

NCJM1 **PALABRAS AMIGAS** Hamilton

Newly established company specializing in English/Spanish translation. Company has expertise in promotional literature preparation, etc. and a sound knowledge of the Mexican market.
Contact: Ms. Iliana G. Banuelos Robles (905) 525-8629

COMPANIES FOR SALE

Reference No.

Second Edition 1995

CFSNC1 Long established (43 years) ladies retail clothing store with a customer base and market area that includes most of southwestern Ontario. The founder and president of the company is considering retirement and is looking to divest himself of the business. Annual company sales exceed $500,000.00.

ACQUISITIONS

Reference No.

Second Edition 1995

ACMB1 Established local closed circuit TV / Video securities firm is looking to purchase a related business/services in markets located in Niagara Peninsula/Southwestern Ontario. Company's present market boundaries are within the Hamilton-Wentworth Region.

ACNE2 Emcon is a full-service environmental consulting firm based in California and active in waste management and prevention or remediation of environmental contamination in soil, water and air. The company would like to purchase a Canadian firm that has a staff of 50 and annual revenues of $5 million and is privately held. The owners of the Canadian company would receive payment in Emcon stocks or cash.

ACJM3 A local company is interested in exporting to the Middle East, the following cold storage/refrigeration unit parts and materials;

- 16 gauge stainless steel & galvanized steel sheets
- aluminium sheets (2mm rolls)
- polyurethane foam insulation
- hinges, locks/passage sets, thermostats
- 1 ton refrigeration units for inside/outside applications

If you have access to or manufacture any of these materials, please contact Ms. Jacqueline McNeilly at the Economic Development Department (905) 546-4475.

ACJM4 A local company is interested in purchasing a cold poly-plastic film manufacturing plant for local production and possible export.

ACJM5 A local firm is looking to acquire new or used printing presses for export to the Pacific Rim.

VENTURE CAPITAL

Reference No.

Second Edition 1995

VCRMB1 A local inventor requires venture capital for the development, manufacture & marketing of a water filtration product servicing cottage and rural residents. Further information can be obtained by the said inventor.

JOINT VENTURES

Reference No.

Second Edition 1995

JVNE1 A company specializing in industrial ultra-violet and Infra-Red dryers is seeking a partner in Ontario. This company has developed a series of dryers both UV and IR technologies. These products have many industrial applications including drying of various coatings, especially all kinds of inks and varnishes. One of the numerous advantages of these products is their incredibly low power consumption.

JVNE2 A company specializing in the production of a complete range of TV and VCR stands is looking for a commercial partner in Canada. These products have an excellent reputation due to their high quality, reliability and longevity. This company is an industry leader in France in the commercial market.

JVNE3 Three companies in China (PRC) are interested in entering a joint venture relationship with appropriate Canadian companies. Shangdong Binzhou Fruit Corp seeks expertise in fruit processing. Weifeng Radiatot Manufacturing is interested in a joint venture for the manufacture of car radiators, and Gaomi Paper Mill seeks a joint venture partner for the manufacture of non-wood fibre paper.

JVNE4 An Iranian-based manufacturer is interested in either a joint venture or a buy-back leasing arrangement for the necessary equipment to produce hollow core concrete beams.

JVNE5 A British Columbia company with clientele in Brazil is seeking Canadian companies in the clothing business wishing to export products at highly competitive prices.

JVNE6 A Middle East-based manufacturer of radiators and cooling networks seeks a joint venture Canadian manufacturer or supplier of radiators.

LICENSING AGREEMENTS

Reference No.

Second Edition 1995

LANE1 A New Zealand electrical engineering company that currently represents four Canadian companies, would like to complement its range of imports which include: alarms, motor braking systems, circuit boards, motor controllers, emergency lighting equipment and systems, sensors, resistors, and warning beacons. The company's expertise covers the electricity generation, transmission and distribution systems.

AGENTS & DISTRIBUTORS

Reference No.

Second Edition 1995

ADNE1 A Hong Kong-based manufacturing company wishes to get in touch with a Canadian importer of toys and promotional items. In addition, the company is looking for a Canadian sales representative for their product lines.

ADNE2 A Pakistan-based manufacturer of fine quality chiropody/manicure nail clippers, cuticle nippers and all types of scissors is looking for companies to import and/or distribute their product lines.

ADNE3 A Monterrey, Mexico-based manufacturer of floor tile is looking for a Canadian company to distribute their product lines. The company has been established for over 25 years and exports considerable volumes into the USA.

ADNE4 A Sri Lanka company is looking for Canadian suppliers (on a regular basis) of wheat flour, steel (mild billets), and fibre polyester.

ADNE5 A California-based company that produces "Needlelok Silicon Nitride" cutting tool inserts feature high hardness, fracture toughness, thermal shock resistance, and water resistances for continuous or interrupted cutting of grey cast iron in metal working industries.

ADNE6 A Michigan-based company that manufactures commercial and industrial boilers is looking for a Canadian distributor. The boilers are high-capacity 38,700 kg/hour steam-water back design for high fuel-to-steam efficiency, low maintenance requirements, and easy installation.

ADNE7 A California-based manufacturer of a Plastics Moulding Machine for short-run plastic parts is looking for a Canadian distributor. The "Morgan-Press" is a thermo-plastic injection moulding machine for prototype and low volume production applications. It has a maximum shot size of 98cm3 and a maximum clamp size of 843 kg/cm2.

AGENTS & DISTRIBUTORS

Reference No.

Second Edition 1995

ADNE8 A China-based trading corporation representing manufacturers of drills, garden tools, screwdrivers, and other hardware equipment is looking for Canadian representation.

ADNE9 A Hong Kong-based manufacturer of hardware products (hinges, door hardware, drawer-slides, panel moulding, etc.) is looking for a Canadian distributor of their product lines.

ADNE10 An Italian firm is looking for a Canadian distributor/importer of disposal food services products (ie. Tableware & Partyware in plastic, aluminium & foam).

SMALL BUSINESS

Reference No.

Second Edition 1995

SBNE1 A Markham, Ontario-based company has developed a Municipality ISO 9000 Group Training Program that enables small companies struggling to meet ISO 9000 compliance cost share some of the expenses, training and consulting fees.

SBJD2 The Hamilton-Wentworth Business advisory Centre (BAC) is a publicly funded not-for-profit organization that focuses on the development of small business and entrepreneurial skills. The BAC conducts a series of seminars designed specifically for those individuals thinking of starting a new business or those fledgling companies already in business. The seminar program for the upcoming six months includes:

Sept. 13, 1995	Starting Your Business	Stoney Creek City Hall
Sept. 27, 1995	Record Keeping Workshop	GHTECH
Oct. 18, 1995	Starting a Home-Based Business	Ham. Public Library (York Blvd)
Nov. 1, 1995	Preparing a Business Plan	GHTECH
Nov. 15, 1995	Basic Selling Techniques	GHTECH

For further information on any of these seminars, please contact Mr. John Dagleish, Manager at the Business Advisory Centre located in GHTECH (Hwy #5 & #6) at (905) 689-2400.

BUSINESS REPLY

Business Development Division
Economic Development Department
Regional Municipality of Hamilton-Wentworth
One James Street South, 3rd Floor
Hamilton, ON
L8P 4R5

Tel: (905) 546-4447
1-800-263-8590

Fax: (905) 546-4107

Dear Officer:

Please contact us with further details of the following item(s) in the Greater Hamilton ***Opportunities*** bulletin:

Section	**Reference No.**
1._____	_____
2._____	_____
3._____	_____
4._____	_____

Name: _____

Company: _____

Address: _____

_____

_____

Telephone: _____ Fax: _____

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